

## Message Text

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ORIGIN COME-00

INFO OCT-01 EUR-12 ISO-00 EB-07 /020 R

DRAFTED BY COMM/BIC/OED/SIPS/WRHAYDEN/SG

APPROVED BY EB/OCA/CM/LKLIEFORTH

COMM/BIC/OED/SIPS/SSLEON

COMM/BIC/OED/OBOD/RECOHEN

STATE/EUR/RPM/EREHFELD (INFO)

DOD/ISA/JMILLER (INFO)

----- 081462

P 202155Z JUL 76

FM SECSTATE WASHDC

TO AMEMBASSY BRUSSELS PRIORITY

INFO USMISSION NATO PRIORITY

UNCLAS STATE 179284

E.O. 11652: NA

TAGS: BEXP, BTIO, BFOL, BE

SUBJECT: PRODUCT OPPORTUNITY - TENDER FOR SUPPLY OF AERIAL  
--- DEFENSE RADAR

REF: BRUSSELS 6825, STATE 169850, BRUSSELS 4326

1. OF THE SEVEN U.S. BIDDERS, ONLY HUGHES HAS TOTAL TENDER DOCUMENT FOR SUBJECT PROGRAM, AND THAT IS BECAUSE OF DIRECT ACQUISITION IN BRUSSELS. CARDION ELECTRONICS ONLY BIDDING COMPANY BELIEVED TO HAVE RECEIVED UNCLASSIFIED PORTION BY MAIL, I.E., ALL PARTS OF DOCUMENT EXCEPT CHAPTER IV; RECEIPT DATE WAS TODAY, JULY 20. THE BELGIAN EMBASSY IN WASHINGTON IS UNABLE TO ADVISE IF IT EITHER RECEIVED OR DISSEMINATED THE CLASSIFIED PORTION; U.S. BIDDERS CLAIM THEY HAVE RECEIVED NOTHING DIRECTLY FROM THE EMBASSY.

2. IT IS UNDERSTOOD THAT SITE VIEWING OCCURS IN PERIOD AUGUST 9-22, 1976, AND THAT BIDDER CLEARANCE REQUIRED 20 DAYS BEFORE VISITATION. EVEN THOUGH TODAY IS 20 DAYS  
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BEFORE VISITATION, MOST U.S. BIDDERS ARE UNAWARE OF REQUIRE-

MENT DUE TO NON-RECEIPT OF PERTINENT DOCUMENTS.

3. ACTION REQUESTED: (1) WE SHOULD APPRECIATE EMBASSY ASSISTANCE IN GETTING EXTENSION OF ALL DEADLINES FROM DATE THAT ALL U.S. BIDDERS RECEIVE THEIR COMPLETE BIDDING PACKAGE PLUS ADEQUATE TIME FOR VISITATION CLEARANCE. WE SHALL ADVISE WHEN ALL U.S. BIDDERS HAVE HAD ACCESS TO SUCH A PACKAGE. (2) WE SHOULD ALSO BE GRATEFUL IF THE EMBASSY WILL ACQUIRE ONE COMPLETE TENDER PACKAGE AND SEND IT PROMPTLY AS POSSIBLE TO THE DEPARTMENT OF COMMERCE, ATTENTION OF MR. STRAUSS LEON, BIC/OBOD/SIPS, TO BE USED IF NECESSARY BY U.S. BIDDERS WHO FAIL TO GET EITHER OR BOTH PARTS OF THE BIDDING DOCUMENT. KISSINGER

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 20 JUL 1976  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1976STATE179284  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** BIC/OED/SIPS/WRHAYDEN/SG  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Film Number:** D760279-0711  
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**Original Handling Restrictions:** n/a  
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**Review Action:** RELEASED, APPROVED  
**Review Authority:** schaeafaj  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 19 MAR 2004  
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**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** PRODUCT OPPORTUNITY - TENDER FOR SUPPLY OF AERIAL --- DEFENSE RADAR  
**TAGS:** BEXP, BTIO, BFOL, BE  
**To:** BRUSSELS  
**Type:** TE  
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